



TO: Marianne Bixler
Mary Lou Goho

September 8, 2003

Purchase Bureau

FROM: Anthony Gibbons
OIT Contract Services

RE: Dell Volume Quotes

Continuing OIT and the Purchase Bureau's effort to avoid future years' cost increases, we requested volume quotes against the Minicomputer, Workstation, Microcomputer State Contract for specified Dell microcomputers. On September 8, 2003, we received a quote from Dell Marketing .

The quoted prices from Dell are as follows:

<u>Dell Model</u>	<u>Volume Price</u>	<u>Volume Reduction</u>
Optiplex GX270 2.4 GHz	\$827.75	\$139
Latitude D600 1.40 GHZ	\$1532	\$33
Latitude C800 1.30 GHZ	\$1667	\$37

Based on the above, we recommend an award to Dell Marketing for the Dell PCs.

Agencies ordering from Dell should refer to the following order codes:

<u>Dell Model</u>	<u>Order #</u>
Optiplex GX270 2.4 GHz	115846894
Latitude D600 1.40 GHZ	116088119
Latitude C800 1.30GHZ	116089024

I will prepare an addendum to the mini/micro/workstation contract based on the above information.

If you have any questions, please give me a call.

CC - Peter Roselli, OMB
George Hulse



State of NJ

NJ VPA

September 1 thru December 31, 2003



OptiPlex™ GX270 Small Desktop Chassis

- 2.40GHz, Intel® Pentium® 4, 800 FSB, 512K Cache, Integrated AC-97 Audio
- 128MB, Non-ECC, 333MHz DDR, 1x128
- Dell M782, 17" Flat CRT (16"VIS)
- 40GB EIDE, 7200 RPM, ATA/100 HD
- Windows® 2000, SP3, Dell PS/2 Keyboard and 2-button mouse, Mouse Pad
- Integrated Intel® Gigabit NIC (10/100/1000) and Extreme Graphics 2 with up to 64MB shared memory*
- 48X CD-ROM, EIDE (Desktop&Tower Chassis), 24X CD-ROM (Small Form Factor)
- Q#115846894-SDT w/M782 monitor: VPA \$827.75(St. Contract \$966.75) w/o monitor: VPA\$693.75(St Contract\$800.75)
- Q#117464964-SMT w/M782 monitor: VPA \$834.75(St. Contract \$975.75) w/o monitor: VPA\$700.75(St Contract\$809.75)
- Q#117465488-SFF w/M782 monitor: VPA \$834.75(St. Contract\$975.75) w/o monitor: VPA\$700.75(St Contract\$809.75)
- Upgrade:CFI Image (min. 50 units) \$60/unit, Certified for Win 2000 & XP
- Three-Year Next Business Day On-Site Service*

\$827.75

Quote # 115846894

Recommended Upgrade

- Gold Technical Support for Desktops, Workstations and Notebooks



Latitude™ D600

- 1.40GHz, Intel® Pentium® M Processor, 14.1 SXGA+
- 128MB, 1 Dimm, Double Data Rate, Floppy Drive, Internal/External
- Internal 56K Modem, 65W AC Adapter, 24X CD-ROM*
- 20GB Hard Drive 9.5MM
- Windows® 2000, Service Pack 3
- 6-Cell Primary Battery
- Dell TrueMobile 1300 WLAN (802.11b/g) miniPCI Card
- Latitude D600 - Q#116088119/No processor upgrades. VPA - \$1532.00, State Contract - \$1565.00
- Upgrade:
- Add CFI Image (min 50 units) - \$60/unit, Certified for Windows® 2000 and Windows® XP
- Three-Year Next Business Day On-Site Service*

\$1532.00

Quote # 116088119

Recommended Upgrade

- CompleteCare™ Accidental Damage Service*



Latitude™ D800

- 1.30GHz, Pentium M, 15.4 WXGA
- 128MB, 1 Dimm, Double Data Rate
- NVIDIA GeForce4 4200 Go 4XAGP graphics with 32 MB DDR Video Mem
- 20GB Hard Drive 9.5MM 4200RPM
- Windows 2000, Service Pack 3, Dell TrueMobile 1300 WLAN (802.11b/g) miniPCI Card
- 90W AC Adapter, 24X CD-ROM, 9-Cell/72-WHr Primary Battery
- Floppy Drive, Internal/External, Internal 56K Modem*
- Latitude D800 - Q# 116089024/1.4 GHz processor upgrade allowed
- State Contract - \$1704.00, VPA - \$1667.00
- Upgrade:
- Add CFI Image (min 50 units) - \$60/unit: Certified for Windows 2000 and Windows XP
- Three-Year Next Business Day On-Site Service*

\$1667.00

Quote # 116089024

Recommended Upgrade

- CompleteCare™ Accidental Damage Service*

Offer Expires: December 31, 2003

Visit www.dell.com/slg/smartsavings for more information or call your sales representative.

* **PRICES/AVAILABILITY:** Pricing, specifications, availability and terms of offers may change without notice. Taxes and shipping charges may be extra, and vary. U.S. only. Offers available only to qualified government customers, are not valid in all states or under all contracts and are subject to restrictions in your applicable contract. Dell cannot be responsible for errors in typography or photography. **NEXT BUSINESS DAY (NBD) ON-SITE SERVICE:** Service may be provided by third-party. Technician will be dispatched if necessary following phone-based troubleshooting. Subject to parts availability, geographical restrictions and terms of service contract. Service timing dependent upon time of day call placed to Dell. U.S. only. **LIMITED WARRANTY:** You can get a copy of our limited warranties and guarantees by writing Dell USA LP, Attn: Warranties, One Dell Way, Round Rock, TX 78682. **INSPIRON 1100/5100:** Power management features limit processor speed to maintain system cooling or power requirements. **COMPLETECARE:** CompleteCare service excludes theft, loss, and damage due to fire or intentional damage. CompleteCare is not available in all states. Customer may be required to return unit to Dell. For complete details, visit www.dell.com/service_contracts. **SHARED MEMORY:** Up to 64MB of system memory may be allocated to support graphics, depending on chip set, system memory size and other factors. **DVD-RW+R:** Discs burned with this drive may not be compatible with some existing drives and players; using DVD+R media provides maximum compatibility. **56K MODEM:** Download speeds are limited to 53Kbps. Upload speeds are less (about 30Kbps). Speeds can vary by line condition and modem manufacturer. Analog phone line and service required. **GIGABIT ETHERNET:** This term indicates compliance with IEEE standard 802.3ab for Gigabit Ethernet, and does not connote actual operating speed of 1 Gb/sec. For high-speed transmission, connection to a Gigabit Ethernet server and network infrastructure is required. **NEXT BUSINESS DAY (NBD) ADVANCED EXCHANGE SERVICE:** Replacement part or unit will be dispatched, if necessary, following phone-based troubleshooting in advance of receipt of returned defective part or unit. Subject to parts availability, geographical restrictions and terms of service contract. Service timing dependent upon time of day call placed to Dell. Defective unit must be returned. Replacements may be refurbished. U.S. only. **DELL PROJECTOR BULBS:** Have a 90 day limited warranty. **TOTAL SATISFACTION RETURN POLICY:** If you cancel your purchase within 30 days, we'll refund your purchase price minus shipping costs. You are responsible for the cost of shipping your system back to Dell. **TRADEMARKS/COPYRIGHT NOTICES:** Intel, Intel Inside, Pentium, Xeon and Celeron are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries. Microsoft and Windows are registered trademarks of Microsoft Corporation. All other trademarks are the properties of their respective owners. © 2003 Dell Computer Corporation. All rights reserved.

Making government budgets go farther. Easy as **DELL™**

Dell Computer Corporation
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Round Rock, Texas 78682



Visit
www.dell.com/slg/smartsavings
or contact:
Kathy Maurer
800-981-3355 x41906
kathy_maurer@dell.com
Kippon Lanier
800-981-3355 x66282
kippon_lanier@dell.com
Custom configure
your system online at
www.dell.com/slg/smartsavings
Contract Number # A81247/61030

Recommended Services and Products to Meet Your Needs.

Services

Gold Technical Support for Desktops, Workstations and Notebooks

Gold Technical Support includes advanced level technical phone support for select client systems by industry-certified Senior Technicians and Technical Account Management, seamless support for select third-party issues, quarterly performance reporting, change notification and remote troubleshooting.

CompleteCare™ Accidental Damage Service

CompleteCare™ is a repair and replacement service that covers most accidental damage to systems and peripherals that is not covered under limited warranty (spills, drops, surges, breakages). Easy to use, with flexible coverage available, it provides investment protection for systems and peripherals exposed to high-risk settings. Damage caused by intentional acts, fire, theft or loss is not covered under CompleteCare.*

Three-Year Next Business Day On-Site Service

Next Business Day (NBD) On-site Service can place a Dell-trained technician at your location the following business day if necessary, following phone-based troubleshooting. NBD Service is available for up to five years for most systems and can be purchased at a reduced price if purchased within 30 days of the system invoice date*

Software and Peripheral Products



DELL™ Personal All-In-One Printer
Personal All-In-One Printer A940 with 1-year Next Business Day Advanced Exchange Service
Up to 17ppm in black and white and up to 12ppm in color. Up to 4800 x 1200 dpi. Includes a flatbed scanner with hinged cover and automatic paper sensor for various*

Dell Part # A940STD
\$139.00



DELL™ Workgroup Laser Printer
Workgroup Laser Printer S2500n with 1-year Next Business Day On-Site Service*

Dell Part # NWOSINB
\$799.00



DELL™ Axim™ X5 Handheld
Axim X5 Handheld with 1-Year Advanced Exchange Service. Includes an Intel® XScale™ processor at 400MHz, 64MB SDRAM and 48MB Intel StrataFlash® ROM.*

Dell Part # 4001YR
\$325.00



State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX270

GX270

Processor

2.4 GHZ P4	standard
2.6 GHZ P4	\$15

Memory

128MB 1DIMM NON-ECC 333MHz DDR	standard
256MB 2DIMM NON-ECC 333MHz DDR	\$52
512MB 2DIMM NON-ECC 333MHz DDR	\$104
1.0GB 2DIMM NON-ECC 333MHz DDR	\$194
2.0GB 2DIMM NON-ECC 333MHz DDR	\$974
3.0GB 4DIMM NON-ECC 333MHz DDR	\$1,124
4.0GB 4DIMM NON-ECC 333MHz DDR	\$1,874
512MB 2DIMM NON-ECC 400MHz DDR	\$127
1.0GB 2DIMM NON-ECC 400MHz DDR	\$217
2.0GB 4DIMM NON-ECC 400MHz DDR	\$434

Keyboard / Mouse / Mouse Pad

GRAY DELL PS/2 ENTRY LEVEL	standard
GRAY DELL PERF USB 8 HOTKEY	\$22
GRAY DELL SMART CARD USB	\$37
PS/2 2-Button Mouse, Logitech	standard
Dell PS/2, Scroll	\$14
Dell or LOGITECH USB OPTICAL 2 BUTTON MOUSE	\$22
ShortCord USB Optical 2-Button	\$22
MOUSE PAD	standard

Monitors

17 Dell M782, Flat Screen CRT	standard
17 Dell E771MM,16.0 w/Speakers	\$15
19 Dell M992, 17.9 VIS	\$53
21 Gray P1130,19.8 VIS	\$375
15 Dell E151FP Flat Panel	\$90
15 1504FP Gray Flat Panel	\$128
17 Dell E171FP Flat Panel Disp	\$165
1703FP w/height adjust. stand	\$225
18 Dell 1800FP Flat Panel	\$263
1901FP w/height adjust. stand	\$353
20 Dell 2000FP Flat Panel	\$615

Video Memory

DVI Adapter Card	\$19
64MB,NVID,GeForce4MX,DVI/VGA	\$59
128MB,GeForce FX5200,VGA, DUAL	\$74
128,GeForceFX5200,VGA/DVI,DUAL	\$89

Hard Drives

40GB, EIDE, 7200RPM	standard
80GB, EIDE, 7200RPM	\$22
120GB SATA, 7200 RPM DataBurst	\$37

Operating System (Must be specified on Purchase Order)

Windows 2000, SP3, CD (FAT 32 or NTFS)	standard
Windows XP Pro, SP1, CD (FAT 32 or NTFS)	no charge

Network Adapter

Int GBIT 10/100/1000 w/ASF	standard
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Modem

V.92 PCI Data/Fax	\$22
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DVD's &CDRW's (replaces 48X CD-Rom)

48X CD-ROM	standard
48X CDRW	\$23
16X DVD-ROM, with SW Decode	\$15
48X DVD-CDRW Combo	\$45
4X DVD+RW/+R,Roxio plus Decode	\$98

DVD's &CDRW's (Tower Chassis only)

48X CD-ROM and 48X CDRW	\$37
48xCDandDVD-CDRWCombo w/Decode	\$60
16X DVD and 48X CDRW w/Decode	\$52
4X DVD+RW and 48X CD, w/Decode	\$105
4X DVD+RW and 16X DVD w/Decode	\$120

Sound Card

Sound Blaster Live	\$37
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Speakers

ADA215 Speakers	\$22
HK-395 Speakers w/Sub in Gray	\$44
Dell Soundbar for 1703/1901 FP	\$29
Integrated speaker	\$7

2nd Hard Drives (Tower Chassis only)

40GB EIDE 7200RPM	\$74
80GB EIDE 7200 RPM	\$97
120GB SATA,7200RPM DataBurst	\$134

Zip Drive (Tower Chassis only)

Zip 250	\$59
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Service

3 Year Next Business Day On-Site Service	standard
Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	\$159
Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	\$199
Upgrade to 4 Year Next Business Day On-Site Service	\$49
Gold Technical Support	\$59

Other

Norton Anti Virus (includes \$15 RW fee)(not available w/ Win XP)	\$49
Small Form Factor Chassis	\$7
Small Mini Tower Chassis	\$7
Chassis Stand (for SD chassis)	\$11
Zip 250 2-pk (w/ Z250 drive)	\$29
Zip 250 4-pk (w/ Z250 drive)	\$59
Energy Star Label	no charge
Serial Port Adapter	\$7
64MB USB Memory Key	\$22

Prices good through
December 31, 2003



Processor		
1.4 GHZ PM, 14.1" SXGA (D600)		standard
1.3 GHZ PM, 15.4" WXGA (D800)		standard
1.4 GHZ PM, 15.4" WXGA (D800)		\$90
Hard Drives		
20GB, 4200 RPM		standard
30GB, 4200 RPM		\$26
40GB, 5400RPM		\$71
60GB, 4200RPM		\$134
Add'l 40GB, 5400RPM		\$179
Keyboard / Mouse / Mouse Pad		
GREY PERFORMANCE USB KYBD		\$26
GREY LOGITECH PS/2, USB OPTICAL		\$18
Memory		
128MB 1 DIMM		standard
256MB 2 DIMMS		\$45
256MB 1 DIMM		\$72
384MB 2 DIMMS		\$90
512MB 2 DIMMS		\$108
512MB 1 DIMM		\$180
1024MB 1 DIMM		\$855
1024MB 2 DIMMS		\$378
2048MB 2 DIMMS		\$1,575
Operating System (Must be specified on Purchase Order)		
Windows 2000, SP3, CD (FAT 32 or NTFS)		standard
Windows XP Pro, CD (FAT 32 or NTFS)		no charge
DVD's & CDRW's		
24X CDROM		standard
24X CDRW		\$89
24X CDRW/DVD COMBO		\$116
8X DVD		\$71
2XDVD+RW		\$314

Net Adapter & Wireless Options		
TM 1300 802.11GB/G MPCII CRD		standard
TM 1400 802.11A/B/G MPCII CRD		\$62
TM 300 BLUETOOTH		\$44
TM 1170 (802.11B) ACCESS POINT		\$359

Monitors		
17 Dell E772P, 16.0 VIS		\$134
17 Dell M782, Flat Screen CRT		\$161
19 Gray M992, 18.0 VIS		\$224
21 Gray P1130, 19.8 VIS		\$629

Modem		
Internal 56k Modem		standard

Speakers		
Altec Lansing ADA 215		\$26

Service		
3 Year Next Business Day On-Site Service		standard
3 Year Next Business Day On-Site Service + Complete Care		\$169
Gold Technical Support		\$69

Other		
Nylon Carrying Case		\$44
Deluxe Nylon Carrying Case		\$71
Leather Carrying Case		\$89
Deluxe Leather Carrying Case		\$116
Spare Battery		\$71
Travellite, Travel Module		\$8
16MB USB Flash Storage Device		\$26
64MB USB Flash Storage Device		\$44

Docking		
D/Port Replicator		\$179
D/Monitor Stand (must order D/Port or D/Dock)		\$44
D/Dock 2 Expansion Station		\$314
D/View Notebook Stand (must order D/Port or D/Dock)		\$62